



KAW



Nestlé (Malaysia) Berhad

Q3 2023 results

Launch : September 2023



**SURPRISINGLY
CREAMY
DELICIOUSLY
OAT-SOME!**



**Naturally
Sweetened
From Oats**



**High In
Calcium**



**Good Source Of
Vitamin D**

Launch : July 2023

Maggi

HOT
MEALZ™
GORENG

CILI ALA KAMPUNG
RASA AUTENTIK MALAYSIA



BAHARU!

EDISI TERHAD CUBA SEKARANG!

Launch : August 2023

Nestlé®
KitKat®

Salted
Caramel
Cookies

COOKIE
BITS



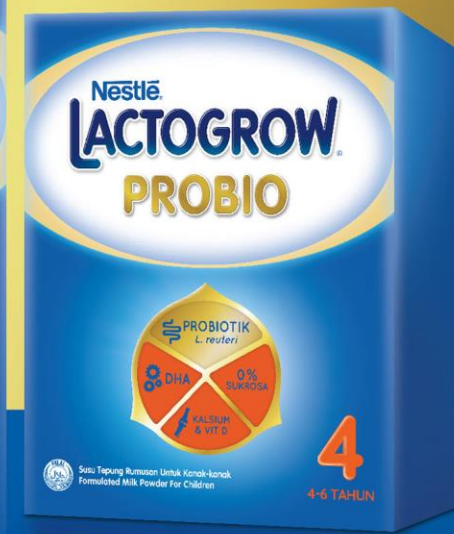
Have a **break**, have a **KitKat**®



Launch : September 2023

Nestlé
LACTOGROW
PROBIO

Perut Selesa, Cergas Mindanya



 **PROBIOTIK
*L. reuteri***
Membantu
Penghadaman Selesa

 **DHA**
Menyokong
Proses
Pembelajaran

 **KALSIUM
& VIT. D**
Menyokong
Pertumbuhan

NOTIS PENTING: Penyusuan susu ibu adalah nutrisi terbaik untuk bayi dan kami menyokong penuh saranan Pertubuhan Kesihatan Sedunia bahawa semua ibu digalakkan menyusui anaknya dengan susu ibu sahaja dari lahir sehingga berumur 6 bulan dan meneruskannya sehingga mencapai umur 2 tahun. Makanan pelengkap berkhasiat perlu diberikan mulai umur 6 bulan. LACTOGROW® PROBIO 3 dan LACTOGROW® PROBIO 4 bukan pengganti susu ibu. Sila dapatkan nasihat profesional kesihatan berkenaan pemakanan anak anda dan untuk menggunakan produk ini.

Nestlé Products Sdn. Bhd. (19790100966) - Petaling Jaya, Selangor



Mobilised Our People to Execute Climate Action Plan

2 tonnes

Waste Collected
Across 8 sites



400

Volunteers across
8 locations



Teluk Bayu, Penang



Teluk Ketapang,
Terengganu



Pulau Perhentian,
Terengganu



Pulau Mabul, Sabah



Pantai Kelanang,
Selangor



Pantai Saujana,
Port Dickson



Pantai Batu Layar,
Johor



Pantai Pasir Panjang,
Sarawak

Expanding Project SAVE to Combat Plastic Pollution



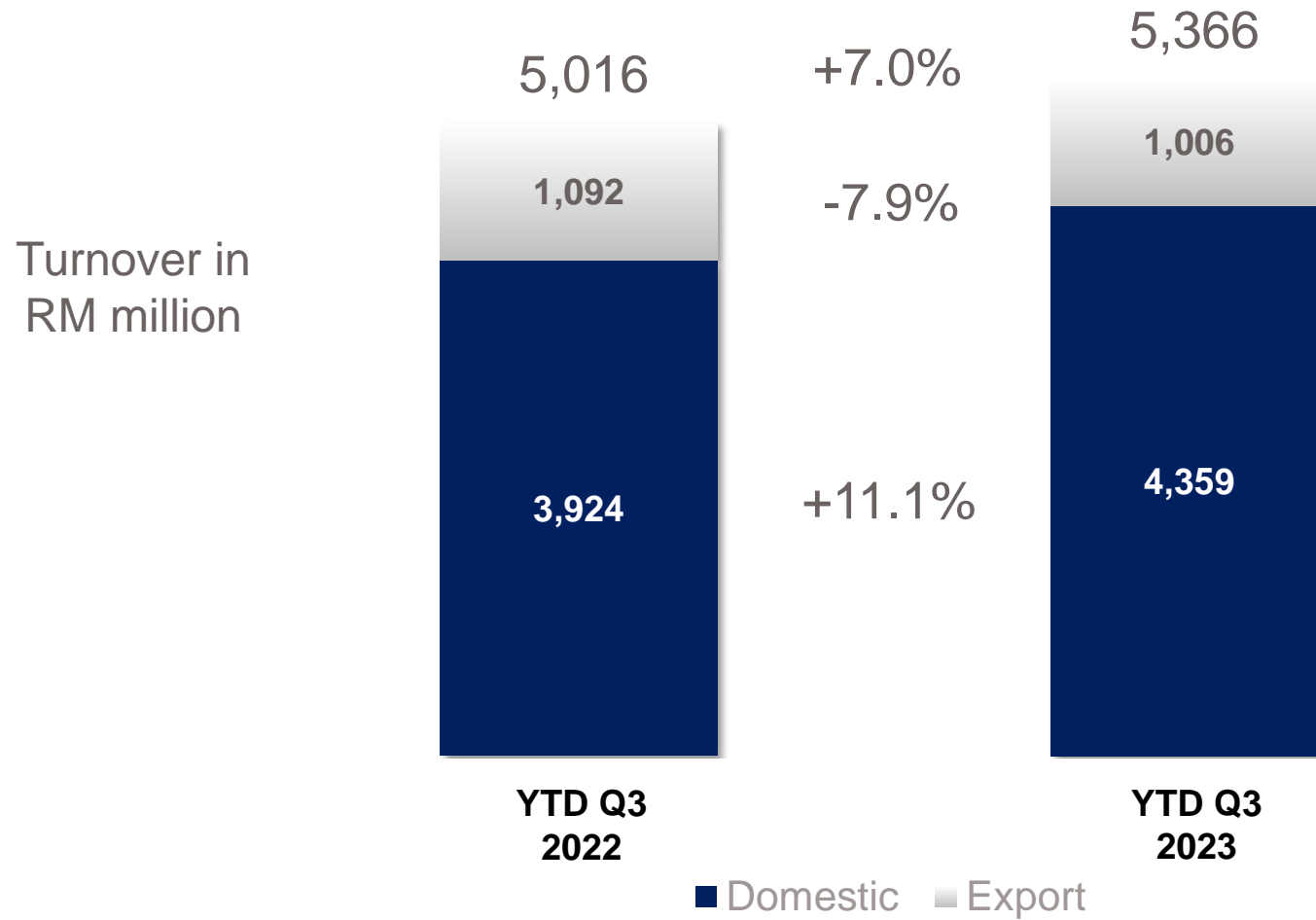
- Expanding Project SAVE with Shah Alam Municipality to bolster recycling initiatives and introduces the 3R Family App to promote sustainability.
- Extends to 170,000 families in Selangor and KL.

Expansion of Our Farmer Connect Programme to East Malaysia

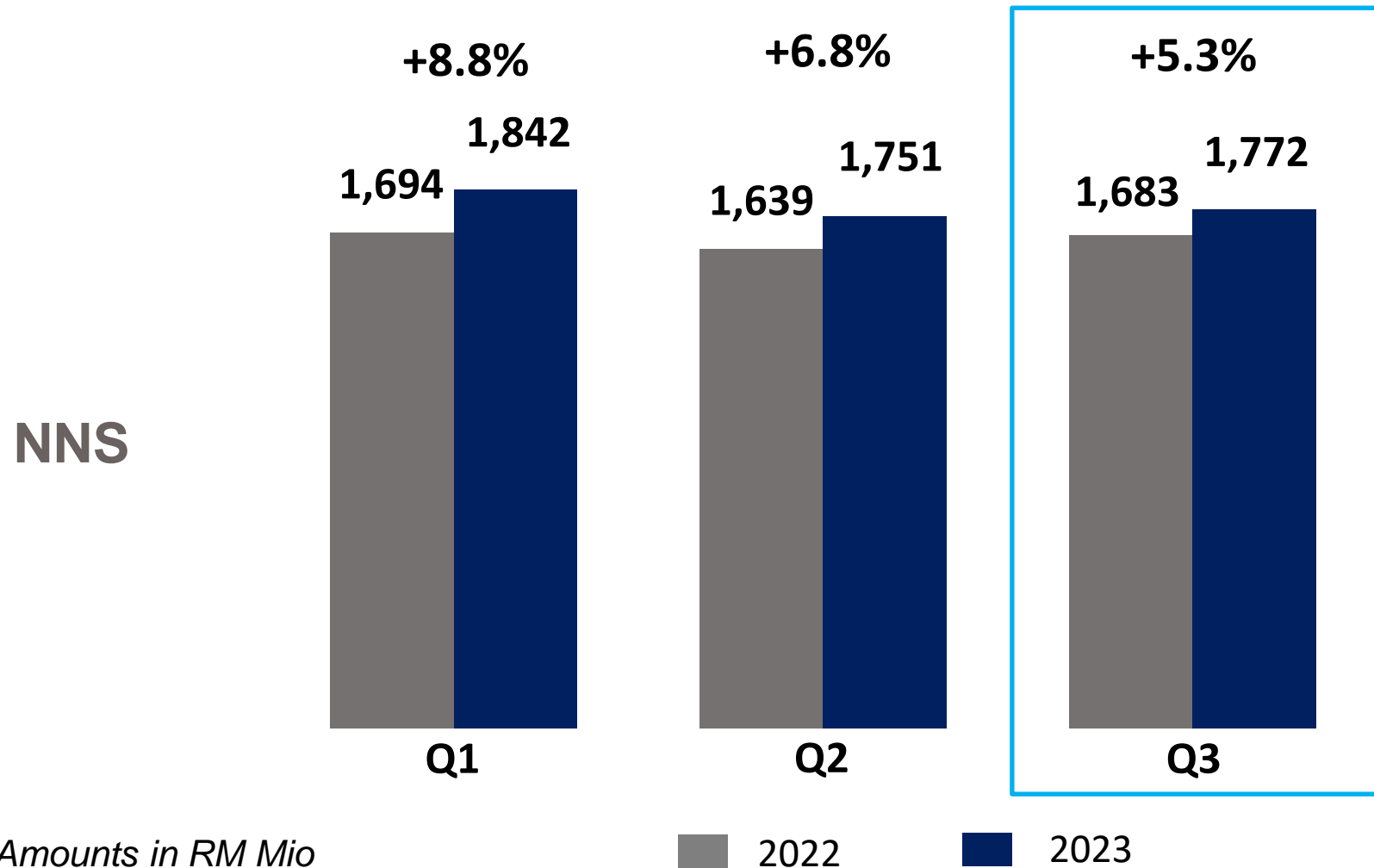


- Collaboration with Malaysia Cocoa Board (MCB) in Nestlé Borneo Cocoa Initiative (NBCI).
- Promote sustainable and responsible sourcing as well as adoption of Regenerative Agriculture practices by farmers.
- Support local farmers to yield improvement and quality elevation of local cocoa production for manufacturing of KIT KAT products in Chembong, Negeri Sembilan.

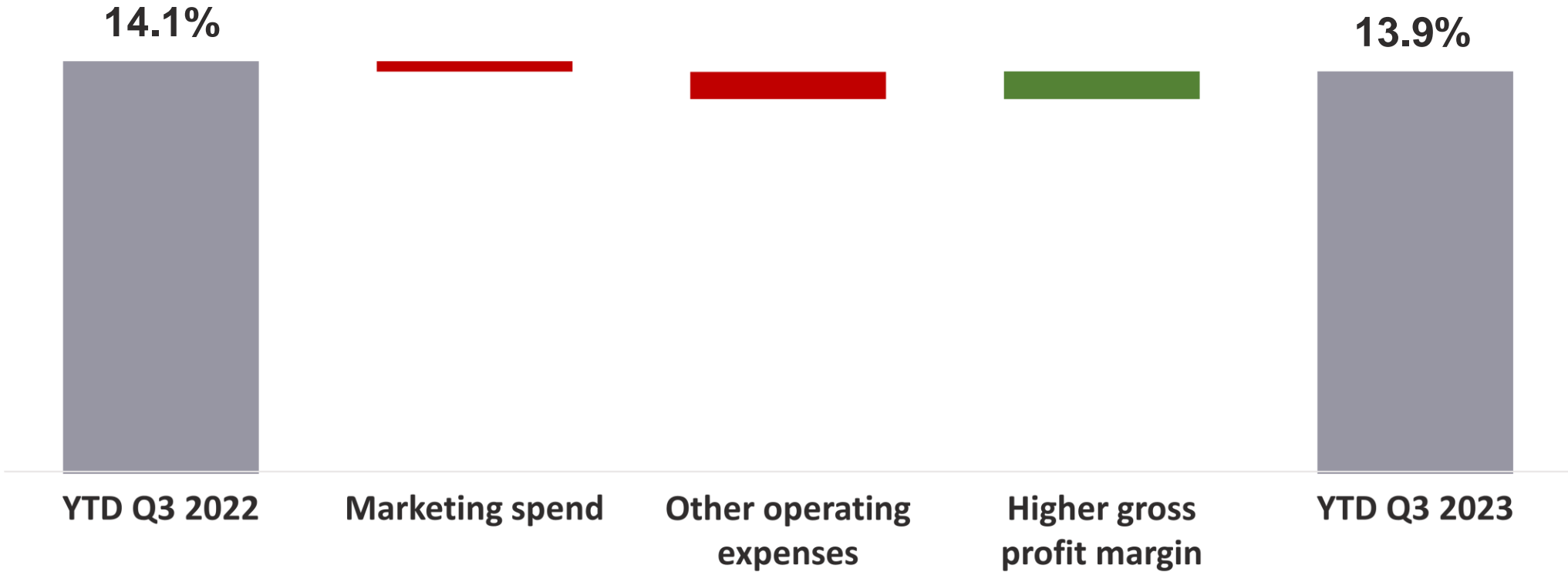
Strong growth in Domestic but lower Export sales



Solid improvement in Topline in Q3 2023



Operating Profit Margin Evolution



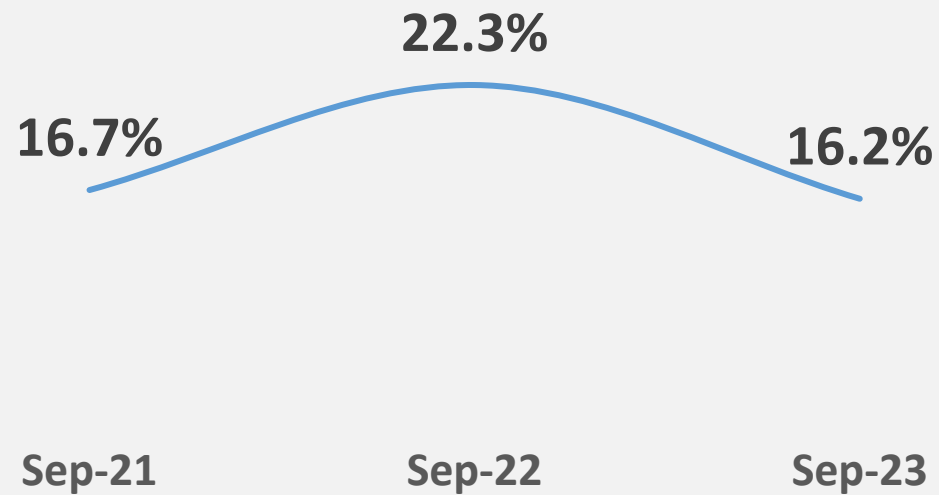
Evolution of Profit After Tax

(Figures in RM Mio)

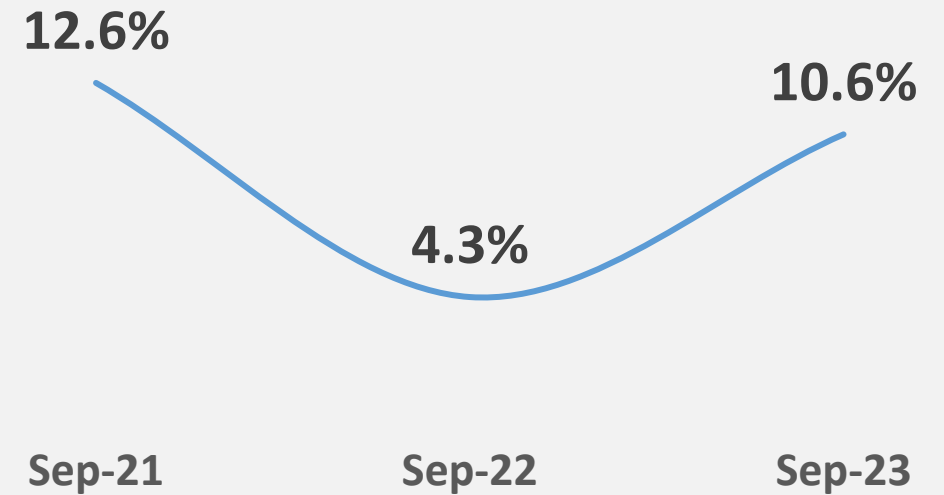
Profit after tax – YTD Q3 2022	487.5
Changes	
+ Operating profit	40.6
- Share of profit of associate	(0.9)
- Finance cost	(13.4)
- Taxation	(2.0)
Profit after tax – YTD Q3 2023	511.8

Improvement in working capital and cash flow

Inventories as % of sales



Free Cash Flow as % of Sales



Cash flow improved due to improvement in working capital

<i>Amounts in RM mio</i>	YTD Q3 2023	YTD Q3 2022
PBT adjusted for depreciation & interest	950	898
→ (Increase)/Decrease in working capital	127	(379)
→ Income tax & others	(169)	(134)
Net Cash from Operating Activities	908	385
→ Capital investment	(188)	(170)
→ Acquisition of subsidiary	(151)	-
→ Others	2	2
Cash Flow after Investing Activities	570	217



Nestlé. Good food, Good life



GROW
STRONGER TOGETHER
JOM JUARA, MENANG BERSAMA

Thank You